



# **Fiscal 2017**

## Supplementary Materials

**HOGY MEDICAL Co., Ltd.**

**April, 16 2018**

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(Notes Concerning Forward-Looking Statements)

Projections throughout these materials are provided as a reference for investors. They are based on estimates and forecasts, and shall not be regarded as pledges or guarantees. They shall be used on the full acknowledgment that actual results may naturally differ from projections.

Fiscal 2017 Statements of Income (Consolidated)

First Quarter Results

¥ millions, rounded down

	June 2017 First Quarter Results		June 2016 First Quarter Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Net sales	9,159	100.0	9,055	100.0	104	101.2
Cost of Sales	5,452	59.5	4,805	53.1	646	113.5
Gross profit	3,707	40.5	4,249	46.9	△ 542	87.2
SG&A expenses	2,193	23.9	2,166	23.9	27	101.3
Operating income	1,514	16.5	2,083	23.0	△ 569	72.7
Other income	44		53		△ 8	
Other expenses	53		71		△ 18	
Ordinary income	1,505	16.4	2,065	22.8	△ 560	72.9
Extraordinary income	2,222		-		2,222	
Extraordinary expenses	20		0		19	
Income before income taxes and minority interests	3,707	40.5	2,065	22.8	1,642	179.5
Corporation tax, inhabitants' taxes, etc. (Tax burden)	1,100	29.7%	636	30.8%	464	
Minority interests	0		0		△ 0	
Profit attributable to owners of parent	2,606	28.5	1,428	15.8	1,178	182.5
EPS (total shares)	¥159.53		¥87.43			
EPS (minus treasury shares)	¥166.55		¥90.84			
Number of shares outstanding	16,341,155		16,341,155			
Average number of shares outstanding (after deducting treasury shares)	15,652,006		15,728,388			

Second Quarter

¥ millions, rounded down

	Sept. 2017 Interim Results		Sept. 2016 Interim Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Net sales	18,427	100.0	18,310	100.0	117	100.6
Cost of Sales	11,173	60.6	9,836	53.7	1,337	113.6
Gross profit	7,254	39.4	8,474	46.3	△ 1,219	85.6
SG&A expenses	4,425	24.0	4,384	23.9	40	100.9
Operating income	2,829	15.4	4,089	22.3	△ 1,259	69.2
Other income	103		115		△ 12	
Other expenses	57		198		△ 140	
Ordinary income	2,875	15.6	4,006	21.9	△ 1,131	71.8
Extraordinary income	2,224		-		2,224	
Extraordinary expenses	20		1		19	
Income before income taxes and minority interests	5,078	27.6	4,005	21.9	1,072	126.8
Corporation tax, inhabitants' taxes, etc. (Tax burden)	1,492	29.4%	1,319	32.9%	172	
Minority interests	0		0		0	
Profit attributable to owners of parent	3,586	19.5	2,685	14.7	900	133.5
EPS (total shares)	¥219.45		¥164.36			
EPS (minus treasury shares)	¥229.09		¥170.99			
Number of shares outstanding	16,341,155		16,341,155			
Average number of shares outstanding (after deducting treasury shares)	15,653,815		15,708,272			

Third Quarter Results (Cumulative)

¥ millions, rounded down

	Dec. 2017 Third Quarter Results		Dec. 2016 Third Quarter Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Net sales	28,126	100.0	27,792	100.0	333	101.2
Cost of Sales	17,125	60.9	15,101	54.3	2,023	113.4
Gross profit	11,000	39.1	12,690	45.7	△ 1,690	86.7
SG&A expenses	6,757	24.0	6,635	23.9	121	101.8
Operating income	4,243	15.1	6,055	21.8	△ 1,812	70.1
Other income	139		148		△ 9	
Other expenses	82		224		△ 142	
Ordinary income	4,300	15.3	5,979	21.5	△ 1,678	71.9
Extraordinary income	2,224		1,024		1,200	
Extraordinary expenses	20		2		17	
Income before income taxes and minority interests	6,504	23.1	7,000	25.2	△ 496	92.9
Corporation tax, inhabitants' taxes, etc. (Tax burden)	1,909	29.4%	2,248	32.1%	△ 338	
Minority interests	0		0		0	
Profit attributable to owners of parent	4,594	16.3	4,752	17.1	△ 157	96.7
EPS (total shares)	¥281.16		¥290.80			
EPS (minus treasury shares)	¥293.48		¥302.93			
Number of shares outstanding	16,341,155		16,341,155			
Average number of shares outstanding (after deducting treasury shares)	15,655,367		15,687,048			

Full-year Results

¥ millions, rounded down

	Fiscal 2017 Results		Fiscal 2016 Results		Year-on-Year Comparison		Fiscal 2017 Revised Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	36,918	100.0	36,859	100.0	58	100.2	37,300	100.0	△ 381	99.0
Cost of Sales	22,450	60.8	20,355	55.2	2,094	110.3	22,780	61.1	△ 329	98.6
Gross profit	14,467	39.2	16,503	44.8	△ 2,035	87.7	14,520	38.9	△ 52	99.6
SG&A expenses	9,194	24.9	9,060	24.6	133	101.5	9,320	25.0	△ 125	98.6
Operating income	5,273	14.3	7,443	20.2	△ 2,169	70.8	5,200	13.9	73	101.4
Other income	161		165		△ 3		153		8	
Other expenses	54		204		△ 150		86		△ 31	
Ordinary income	5,380	14.6	7,403	20.1	△ 2,022	72.7	5,267	14.1	113	102.2
Extraordinary income	2,224		1,024		1,200		2,224		0	
Extraordinary expenses	21		5		16		21		0	
Income before income taxes and minority interests	7,583	20.5	8,422	22.9	△ 838	90.0	7,470	20.0	113	101.5
Corporation tax, inhabitants' taxes, etc. (Tax burden)	2,321	30.6%	2,636	31.3%	△ 314		2,230		91	
Minority interests	0		0		0		-		0	
Profit attributable to owners of parent	5,262	14.3	5,786	15.7	△ 523	90.9	5,240	14.0	22	100.4
EPS (total shares minus directors' bonus)	¥161.01		¥177.04				¥160.33			
EPS (minus treasury shares and directors)	¥168.04		¥184.53				¥167.34			
Number of shares outstanding	32,682,310		32,682,310				32,682,310			
Average number of shares outstanding (after deducting treasury shares)	31,314,063		31,355,618				31,314,063			

\*Due to 2-for-1 stock split on April 1st in 2018, EPS is estimated considering the number of stocks after the stock split.

Fiscal 2017 Statements of Income by Quarter (Consolidated)

Fiscal 2017 Results

¥ millions, rounded down

	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	First Half	Third Quarter (Cumulative)	Full-year
Net sales	9,159	9,267	9,698	8,791	18,427	28,126	36,918
Cost of Sales	5,452	5,720	5,952	5,324	11,173	17,125	22,450
Gross profit	3,707	3,547	3,746	3,467	7,254	11,000	14,467
SG&A expenses	2,193	2,231	2,332	2,436	4,425	6,757	9,194
Operating income	1,514	1,315	1,413	1,030	2,829	4,243	5,273
Other income	44	58	36	22	103	139	161
Other expenses	53	4	24	△ 27	57	82	54
Ordinary income	1,505	1,369	1,425	1,080	2,875	4,300	5,380
Extraordinary income	2,222	1	0	0	2,224	2,224	2,224
Extraordinary expenses	20	0	0	0	20	20	21
Income before income taxes and minority interests	3,707	1,371	1,425	1,079	5,078	6,504	7,583
Corporation tax, inhabitants' taxes, etc. (Tax burden)	1,100	392	417	412	1,492	1,909	2,321
Minority interests	0	0	0	0	0	0	0
Profit attributable to owners of parent	2,606	979	1,008	667	3,586	4,594	5,262

Fiscal 2016 Results

¥ millions, rounded down

	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	First Half	Third Quarter (Cumulative)	Full-year
Net sales	9,055	9,254	9,482	9,066	18,310	27,792	36,859
Cost of Sales	4,805	5,030	5,265	5,253	9,836	15,101	20,355
Gross profit	4,249	4,224	4,216	3,812	8,474	12,690	16,503
SG&A expenses	2,166	2,218	2,250	2,424	4,384	6,635	9,060
Operating income	2,083	2,005	1,965	1,388	4,089	6,055	7,443
Other income	53	62	32	16	115	148	165
Other expenses	71	126	26	△ 20	198	224	204
Ordinary income	2,065	1,941	1,972	1,424	4,006	5,979	7,403
Extraordinary income	-	-	1,024	-	-	1,024	1,024
Extraordinary expenses	0	0	1	2	1	2	5
Income before income taxes and minority interests	2,065	1,940	2,994	1,422	4,005	7,000	8,422
Corporation tax, inhabitants' taxes, etc. (Tax burden)	636	683	928	388	1,319	2,248	2,636
Minority interests	0	0	0	0	0	0	0
Profit attributable to owners of parent	1,428	1,257	2,066	1,033	2,685	4,752	5,786

Change(Amount)

¥ millions, rounded down

	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	First Half	Third Quarter (Cumulative)	Full-year
Net sales	104	13	215	△ 274	117	333	58
Cost of Sales	646	690	686	71	1,337	2,023	2,094
Gross profit	△ 542	△ 677	△ 470	△ 345	△ 1,219	△ 1,690	△ 2,035
SG&A expenses	27	13	81	11	40	121	133
Operating income	△ 569	△ 690	△ 552	△ 357	△ 1,259	△ 1,812	△ 2,169
Other income	△ 8	△ 3	3	6	△ 12	△ 9	△ 3
Other expenses	△ 18	△ 122	△ 2	△ 7	△ 140	△ 142	△ 150
Ordinary income	△ 560	△ 571	△ 546	△ 344	△ 1,131	△ 1,678	△ 2,022
Extraordinary income	2,222	1	△ 1,024	0	2,224	1,200	1,200
Extraordinary expenses	19	△ 0	△ 1	△ 1	19	17	16
Income before income taxes and minority interests	1,642	△ 569	△ 1,569	△ 342	1,072	△ 496	△ 838
Corporation tax, inhabitants' taxes, etc. (Tax burden)	464	△ 291	△ 511	23	172	△ 338	△ 314
Minority interests	△ 0	0	0	△ 0	0	0	0
Profit attributable to owners of parent	1,178	△ 277	△ 1,057	△ 366	900	△ 157	△ 523

Change(%)

(%)

	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	First Half	Third Quarter (Cumulative)	Full-year
Net sales	101.2	100.1	102.3	97.0	100.6	101.2	100.2
Cost of Sales	113.5	113.7	113.0	101.4	113.6	113.4	110.3
Gross profit	87.2	84.0	88.8	90.9	85.6	86.7	87.7
SG&A expenses	101.3	100.6	103.6	100.5	100.9	101.8	101.5
Operating income	72.7	65.6	71.9	74.2	69.2	70.1	70.8
Other income							
Other expenses							
Ordinary income	72.9	70.6	72.3	75.8	71.8	71.9	72.7
Extraordinary income							
Extraordinary expenses							
Income before income taxes and minority interests	179.5	70.7	47.6	75.9	126.8	92.9	90.0
Corporation tax, inhabitants' taxes, etc. (Tax burden)							
Minority interests							
Profit attributable to owners of parent	182.5	77.9	48.8	64.6	133.5	96.7	90.9

Fiscal 2017 Breakdown

(%)

	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	First Half	Third Quarter (Cumulative)	Full-year
Net sales	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of Sales	59.5	61.7	61.4	60.6	60.6	60.9	60.8
Gross profit	40.5	38.3	38.6	39.4	39.4	39.1	39.2
SG&A expenses	23.9	24.1	24.0	27.7	24.0	24.0	24.9
Operating income	16.5	14.2	14.6	11.7	15.4	15.1	14.3
Other income							
Other expenses							
Ordinary income	16.4	14.8	14.7	12.3	15.6	15.3	14.6
Extraordinary income							
Extraordinary expenses							
Income before income taxes and minority interests	40.5	14.8	14.7	12.3	27.6	23.1	20.5
Corporation tax, inhabitants' taxes, etc. (Tax burden)							
Minority interests							
Profit attributable to owners of parent	28.5	10.6	10.4	7.6	19.5	16.3	14.3

## Fiscal 2018 Projected Statements of Income (Consolidated)

### Cumulative

¥ millions, rounded down

	First Half	% of total	Full-year	% of total
<b>Net sales</b>	19,130	100.0	38,770	100.0
<b>Operating income</b>	2,860	15.0	5,920	15.3
<b>Ordinary income</b>	2,950	15.4	6,050	15.6
<b>Profit attributable to owners of parent</b>	2,080	10.9	5,450	14.1

EPS (before deducting treasury share) ¥63.64

¥166.76

EPS (minus treasury shares) ¥66.40

¥173.97

32,682,310 Number of shares outstanding

31,326,912 Shares outstanding at FY2017

year-end (deducting treasury shares)

\*2-for-1 stock split since April 1st

### Fiscal 2017 Results

Net sales	18,427	100.0	36,918	100.0
Operating income	2,829	15.4	5,273	14.3
Ordinary income	2,875	15.6	5,380	14.6
Profit attributable to owners of parent	3,586	19.5	5,262	14.3

### Change (Amount and %)

Net sales	702	103.8	1,851	105.0
Operating income	30	101.1	646	112.3
Ordinary income	74	102.6	669	112.4
Profit attributable to owners of parent	△ 1,506	58.0	187	103.6

## Fiscal 2017 Sales Results by Product Line (Consolidated)

New products contain Operation management system, EMARO, IC Tracer and containers etc.

### First Half Results

¥ millions, rounded down

	Sept. 2017 Interim Results		Sept. 2016 Interim Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Sterilization products	1,789	9.7	1,832	10.0	△ 43	97.6
Surgical products	16,094	87.3	15,941	87.1	153	101.0
Treatment products	96	0.5	102	0.6	△ 6	93.8
Others	447	2.4	433	2.4	14	103.2
<b>Total</b>	<b>18,427</b>	<b>100.0</b>	<b>18,310</b>	<b>100.0</b>	<b>117</b>	<b>100.6</b>

#### Itemized surgical products

Non-woven products	4,610	25.0	4,728	25.8	△ 117	97.5
Other non-woven products	661	3.6	684	3.7	△ 23	96.6
Kit products	10,708	58.1	10,422	56.9	286	102.7
New products	114	0.6	106	0.6	7	107.3

#### Itemized external sales by subsidiary

Non-woven products	101		93		8	
Others	38		35		3	

### Third Quarter Results (Cumulative)

¥ millions, rounded down

	Dec. 2017 Third Quarter Results		Dec. 2016 Third Quarter Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Sterilization products	2,705	9.6	2,747	9.9	△ 42	98.5
Surgical products	24,592	87.4	24,236	87.2	356	101.5
Treatment products	146	0.5	153	0.6	△ 7	95.2
Others	681	2.4	654	2.4	27	104.2
<b>Total</b>	<b>28,126</b>	<b>100.0</b>	<b>27,792</b>	<b>100.0</b>	<b>333</b>	<b>101.2</b>

#### Itemized surgical products

Non-woven products	7,053	25.1	7,144	25.7	△ 91	98.7
Other non-woven products	1,023	3.6	1,056	3.8	△ 32	96.9
Kit products	16,354	58.1	15,880	57.1	473	103.0
New products	161	0.6	154	0.6	7	104.8

#### Itemized external sales by subsidiary

Non-woven products	158		133		24	
Others	62		54		7	

### Full-year Results

¥ millions, rounded down

	Fiscal 2017 Results		Fiscal 2016 Results		Year-on-Year Comparison		Fiscal 2017 Revised Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Sterilization products	3,548	9.6	3,634	9.9	△ 86	97.6	3,580	9.6	△ 32	99.1
Surgical products	32,274	87.4	32,144	87.2	129	100.4	32,620	87.5	△ 345	98.9
Treatment products	192	0.5	200	0.5	△ 8	95.7	201	0.5	△ 9	95.3
Others	903	2.4	879	2.4	24	102.8	897	2.4	6	100.7
<b>Total</b>	<b>36,918</b>	<b>100.0</b>	<b>36,859</b>	<b>100.0</b>	<b>58</b>	<b>100.2</b>	<b>37,300</b>	<b>100.0</b>	<b>△ 381</b>	<b>99.0</b>

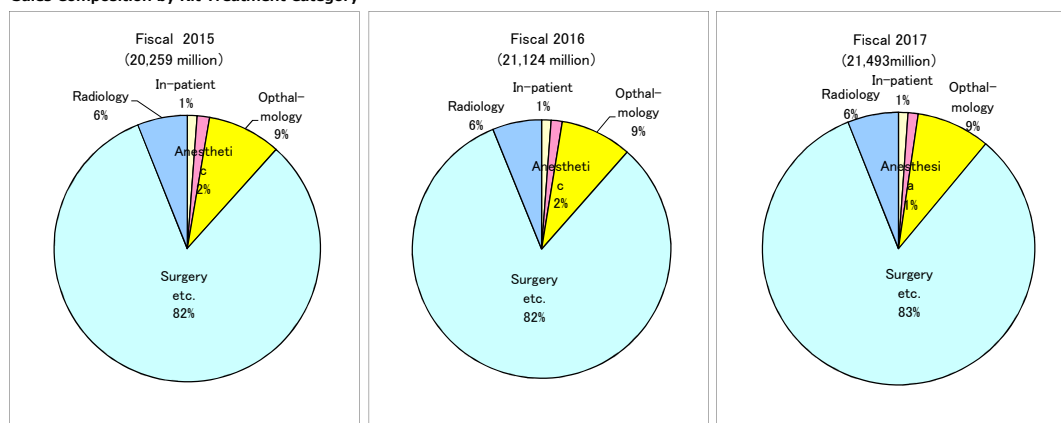
#### Itemized surgical products

Non-woven products	9,186	24.9	9,406	25.5	△ 219	97.7	9,090	24.4	96	101.1
Other non-woven products	1,332	3.6	1,390	3.8	△ 57	95.8	1,380	3.7	△ 47	96.6
Kit products	21,493	58.2	21,124	57.3	369	101.7	21,860	58.6	△ 366	98.3
New products	261	0.7	224	0.6	37	116.6	290	0.8	△ 28	90.3

#### Itemized external sales by subsidiary

Non-woven products	242		219		23		270		△ 27	
Others	90		82		7		80		10	

### Sales Composition by Kit Treatment Category



## Fiscal 2018 Sales Plan by Product Line (Consolidated)

¥ millions, rounded down

	First Half	Full-year
<b>Sterilization products</b>	1,755	3,515
<b>Surgical products</b>	16,820	34,170
<b>Treatment products</b>	99	194
<b>Others</b>	455	890
<b>Total</b>	<b>19,130</b>	<b>38,770</b>

### Itemized surgical products

Non-woven products	4,520	9,030
Other non-woven products	640	1,320
Kit products	11,490	23,470
New products	170	350

### Itemized external sales by subsidiary

Non-woven products	150	330
Others	50	90

¥ millions, rounded down

Change (Amount)	First Half	Full-year
Sterilization products	△ 33	△ 33
Surgical products	725	1,895
Treatment products	2	2
Others	7	△ 13
<b>Total</b>	<b>702</b>	<b>1,851</b>

### Itemized surgical products

Non-woven products	△ 90	△ 156
Other non-woven products	△ 21	△ 12
Kit products	781	1,976
New products	55	88

### Itemized external sales by subsidiary

Non-woven products	48	87
Others	11	△ 0

¥ millions, rounded down

Fiscal 2017 Net Sales	First Half	Full-year
Sterilization products	1,789	3,548
Surgical products	16,094	32,274
Treatment products	96	192
Others	447	903
<b>Total</b>	<b>18,427</b>	<b>36,918</b>

### Itemized surgical products

Non-woven products	4,610	9,186
Other non-woven products	661	1,332
Kit products	10,708	21,493
New products	114	261

### Itemized external sales by subsidiary

Non-woven products	101	242
Others	38	90

(%)

Change (%)	First Half	Full-year
Sterilization products	98.1	99.1
Surgical products	104.5	105.9
Treatment products	102.6	101.1
Others	101.7	98.6
<b>Total</b>	<b>103.8</b>	<b>105.0</b>

### Itemized surgical products

Non-woven products	98.0	98.3
Other non-woven products	96.8	99.1
Kit products	107.3	109.2
New products	149.0	133.7

### Itemized external sales by subsidiary

Non-woven products	147.1	136.1
Others	128.7	99.7

(%)

Net Sales Breakdown	First Half	Full-year
Sterilization products	9.2	9.1
Surgical products	87.9	88.1
Treatment products	0.5	0.5
Others	2.4	2.3
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

### Itemized surgical products

Non-woven products	23.6	23.3
Other non-woven products	3.3	3.4
Kit products	60.1	60.5
New products	0.9	0.9

### Itemized external sales by subsidiary

Non-woven products	0.8	0.9
Others	0.3	0.2

## SG&A and Other Income/Expenses (Actual and Forecast, Consolidated)

### SG&A Expenses

¥ millions, rounded down

	Fiscal 2017 Results	Fiscal 2016 Results	Year-on- Year Comparis on	Fiscal 2018 Plan	Year-on- Year Compariso n
Packaging and transportation	986	962	24	1,010	23
Losses on doubtful accounts	-	-	-	-	-
Samples	624	435	189	756	132
Advertising	113	102	10	125	11
Personnel	3,482	3,477	5	4,016	533
Travel	562	521	40	622	59
Communication	140	148	△ 7	141	1
Consumables	84	98	△ 13	99	14
Taxes and public charges	330	340	△ 10	324	△ 5
Depreciation	914	1,007	△ 93	880	△ 34
Testing and research	371	434	△ 63	693	321
Land and housing	427	423	4	437	10
Miscellaneous	449	373	76	456	7
Others	705	734	△ 28	744	38
<b>Total</b>	<b>9,194</b>	<b>9,060</b>	<b>133</b>	<b>10,310</b>	<b>1,115</b>

### Other Income/Expenses

¥ millions, rounded down

	Fiscal 2017 Results	Fiscal 2016 Results	Year-on- Year Comparis on	Fiscal 2018 Plan	Year-on- Year Compariso n
Interest received	30	20	9	38	8
Dividend received	71	90	△ 19	74	3
(Total financial earnings)	101	111	△ 9	113	11
Foreign exchange	4	-	4	-	△ 4
Miscellaneous	55	53	1	26	△ 29
<b>Total Other income</b>	<b>161</b>	<b>165</b>	<b>△ 3</b>	<b>140</b>	<b>△ 21</b>
Paid interest	-	-	-	-	-
(Total financial expenses)	-	-	-	-	-
Foreign exchange	-	73	△ 73	-	-
Miscellaneous losses	54	131	△ 76	10	△ 44
<b>Total non-operating expenses</b>	<b>54</b>	<b>204</b>	<b>△ 150</b>	<b>10</b>	<b>△ 44</b>



## Capital Expenditures and Depreciation Expenses (Actual and Forecast, Consolidated)

### Capital Expenditures

### Depreciation Expenses

¥ millions, rounded down

	Capital Expenditures	Year-on-Year Comparison		SG&A Expenses	Year-on-Year Comparison	Manufacturing Costs	Year-on-Year Comparison	Total Depreciation Expenses	Year-on-Year Comparison
<b>Fiscal 2006</b>	1,471	27.9	<b>Fiscal 2006</b>	827	164.1	2,086	115.1	2,914	125.8
<b>Fiscal 2007</b>	1,649	112.1	<b>Fiscal 2007</b>	812	98.2	1,915	91.8	2,728	93.6
<b>Fiscal 2008</b>	2,893	175.4	<b>Fiscal 2008</b>	744	91.6	2,192	114.5	2,936	107.6
<b>Fiscal 2009</b>	3,717	128.5	<b>Fiscal 2009</b>	715	96.1	1,842	84.0	2,557	87.1
<b>Fiscal 2010</b>	4,311	116.0	<b>Fiscal 2010</b>	642	89.8	1,634	88.7	2,277	89.0
<b>Fiscal 2011</b>	1,637	38.0	<b>Fiscal 2011</b>	724	112.8	2,340	143.2	3,064	134.6
<b>Fiscal 2012</b>	1,915	117.0	<b>Fiscal 2012</b>	844	116.6	2,127	90.9	2,971	97.0
<b>Fiscal 2013</b>	7,174	374.6	<b>Fiscal 2013</b>	922	109.2	1,942	91.3	2,865	96.4
<b>Fiscal 2014</b>	15,082	210.2	<b>Fiscal 2014</b>	951	103.1	1,757	90.5	2,708	94.5
<b>Fiscal 2015</b>	9,080	60.2	<b>Fiscal 2015</b>	1,044	109.8	2,331	132.7	3,376	124.7
<b>Fiscal 2016</b>	6,649	73.2	<b>Fiscal 2016</b>	1,007	96.5	3,402	145.9	4,409	130.6
<b>Fiscal 2017</b>	2,142	32.2	<b>Fiscal 2017</b>	914	90.8	5,320	156.4	6,235	141.4
<b>Fiscal 2018</b>	2,050	95.7	<b>Fiscal 2018</b>	880	96.3	4,670	87.8	5,550	89.0

Note: Figures for Fiscal 2018 are Company forecasts.

Depreciation at P.T. HOGY INDONESIA is included in manufacturing costs.

Fiscal 2005 Operamaster expansion line:1,469, New distribution center:1,947

Fiscal 2006 New distribution center:886

Fiscal 2007 Industrial-use land :973

Fiscal 2008 Industrial-use land :752, Sterilization equipment:876 ,Indonesia factory:381

Fiscal 2009 Sterilization equipment:1833 ,Indonesia factory:995

Fiscal 2010 Sterilization equipment:2,732

Fiscal 2013 New plant construction costs:5,166

Fiscal 2014 New plant construction costs: 8,113, New plant equipment costs: 4,567

Fiscal 2015 New plant : 7,300

Fiscal 2016 New plant : 5,981

## Balance Sheets (Major Changes)/Statements of Cash Flows (Consolidated)

### Major Changes on Balance Sheets

¥ millions, rounded down

	Balance at March 31, 2018	Change		Balance at March 31, 2018	Change
<b>Current assets</b>	42,745	5,635	<b>Current liabilities</b>	8,397	△ 1,780
Cash and bank deposits	21,274	4,616	Notes and accounts payable	5,009	△ 84
Notes and accounts receivable	12,116	827	Accrued expenses	189	△ 1,752
Inventories	8,704	310	Income taxes	934	△ 275
Others	649	△ 118	Allowance for employees' bonuses	373	△ 17
			Payable notes for equipment	446	△ 429
			Reserve for disaster loss	-	-
			Others	1,444	777
<b>Fixed assets</b>	63,703	△ 2,383	<b>Long-term liabilities</b>	3,987	598
Property, plant and equipment	47,891	△ 4,095	Others	3,588	708
Buildings and structures	23,273	△ 1,182	<b>Total liabilities</b>	12,385	△ 1,182
Machinery, equipment and	13,092	△ 3,112	<b>Total net assets</b>	94,063	4,434
Land	9,618	△ 13	Common stock	7,123	-
Construction in progress	897	215	Capital surplus	8,336	-
Others	1,008	△ 3	Retained earnings	75,680	3,327
Intangibles	2,965	△ 136	Treasury stock	△ 3,759	81
Investments and others	12,847	1,848	Others	6,684	1,025
Investments securities	11,547	2,043			
Others	1,299	△ 194			
<b>Total assets</b>	106,449	3,252	<b>Total liabilities and shareholders' equity</b>	106,449	3,252

\* Comparison with end of previous fiscal year:

Equity ratio increased from 86.8% at the end of the previous fiscal year to 88.4%.

### Statements of Cash Flows

¥ millions, rounded down

<b>I Operating activities</b>	8,367	Income before income taxes and minority interests	7,583
		Depreciation	6,235
		profit on sale of securities	△ 2,222
		In accrued consumption tax payables increase	745
		Income taxes paid	△ 2,459
<b>II Investing activities</b>	△ 1,807	Acquisition of tangible fixed assets	△ 3,675
		profit on sale of securities	2,298
<b>III Financing activities</b>	△ 1,945	Disposal of treasury stock	△ 1,935
<b>IV Effect of exchange rate changes</b>	△ 18		
<b>Net changes in cash and cash equivalents</b>	4,595		

Fiscal 2017 Statements of Income (Non-Consolidated)

First Quarter Results

¥ millions, rounded down

	June 2017 First Quarter Results		June 2016 First Quarter Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Net sales	9,085	100.0	8,994	100.0	90	101.0
Cost of Sales	5,619	61.9	5,014	55.8	604	112.1
Gross profit	3,465	38.1	3,979	44.2	△ 513	87.1
SG&A expenses	2,172	23.9	2,150	23.9	22	101.0
Operating income	1,293	14.2	1,829	20.3	△ 536	70.7
Other income	48		53		△ 4	
Other expenses	59		54		4	
Ordinary income	1,282	14.1	1,827	20.3	△ 545	70.1
Extraordinary income	2,222		-		2,222	
Extraordinary expenses	20		0		19	
Income before income taxes	3,484	38.4	1,827	20.3	1,656	190.7
Corporation tax, inhabitants' taxes, etc. (Tax burden)	1,045	30.0%	575	31.5%	470	
Profit attributable to owners of parent	2,438	26.8	1,251	13.9	1,186	194.8
EPS (total shares)	¥149.23		¥76.61			
EPS (minus treasury shares)	¥155.80		¥79.60			
Number of shares outstanding	16,341,155		16,341,155			
Average number of shares outstanding (after deducting treasury shares)	15,652,006		15,728,388			

First Half Results

¥ millions, rounded down

	Sept. 2017 Interim Results		Sept. 2016 Interim Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Net sales	18,286	100.0	18,181	100.0	105	100.6
Cost of Sales	11,534	63.1	10,216	56.2	1,317	112.9
Gross profit	6,752	36.9	7,964	43.8	△ 1,212	84.8
SG&A expenses	4,384	24.0	4,352	23.9	31	100.7
Operating income	2,368	13.0	3,612	19.9	△ 1,243	65.6
Other income	105		116		△ 11	
Other expenses	66		62		4	
Ordinary income	2,407	13.2	3,666	20.2	△ 1,259	65.7
Extraordinary income	2,222		-		2,222	
Extraordinary expenses	20		1		19	
Income before income taxes	4,608	25.2	3,665	20.2	943	125.7
Corporation tax, inhabitants' taxes, etc. (Tax burden)	1,383	30.0%	1,154	31.5%	228	
Profit attributable to owners of parent	3,225	17.6	2,511	13.8	714	128.5
EPS (total shares)	¥197.40		¥153.66			
EPS (minus treasury shares)	¥206.07		¥159.86			
Number of shares outstanding	16,341,155		16,341,155			
Average number of shares outstanding (after deducting treasury shares)	15,653,815		15,708,272			

Third Quarter Results (Cumulative)

¥ millions, rounded down

	Dec. 2017 Third Quarter Results		Dec. 2016 Third Quarter Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Net sales	27,905	100.0	27,604	100.0	301	101.1
Cost of Sales	17,635	63.2	15,644	56.7	1,990	112.7
Gross profit	10,270	36.8	11,959	43.3	△ 1,689	85.9
SG&A expenses	6,697	24.0	6,589	23.9	107	101.6
Operating income	3,572	12.8	5,369	19.5	△ 1,796	66.5
Other income	131		146		△ 15	
Other expenses	92		87		4	
Ordinary income	3,611	12.9	5,428	19.7	△ 1,816	66.5
Extraordinary income	2,222		1,024		1,198	
Extraordinary expenses	20		2		17	
Income before income taxes	5,813	20.8	6,449	23.4	△ 636	90.1
Corporation tax, inhabitants' taxes, etc. (Tax burden)	1,744	30.0%	2,031	31.5%	△ 286	
Profit attributable to owners of parent	4,068	14.6	4,418	16.0	△ 350	92.1
EPS (total shares)	¥248.98		¥270.40			
EPS (minus treasury shares)	¥259.89		¥281.68			
Number of shares outstanding	16,341,155		16,341,155			
Average number of shares outstanding (after deducting treasury shares)	15,655,367		15,687,048			

Full-year Results

¥ millions, rounded down

	Fiscal 2017 Results		Fiscal 2016 Results		Year-on-Year Comparison		Fiscal 2017 Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	36,585	100.0	36,557	100.0	27	100.1	36,950	100.0	△ 364	99.0
Cost of Sales	23,136	63.2	21,122	57.8	2,013	109.5	23,462	63.5	△ 325	98.6
Gross profit	13,449	36.8	15,434	42.2	△ 1,985	87.1	13,488	36.5	△ 38	99.7
SG&A expenses	9,110	24.9	8,987	24.6	122	101.4	9,240	25.0	△ 129	98.6
Operating income	4,338	11.9	6,447	17.6	△ 2,108	67.3	4,248	11.5	90	102.1
Other income	356		352		3		298		58	
Other expenses	77		69		7		99		△ 21	
Ordinary income	4,618	12.6	6,730	18.4	△ 2,111	68.6	4,447	12.0	171	103.8
Extraordinary income	2,222		1,024		1,198		2,222		0	
Extraordinary expenses	21		5		16		21		0	
Income before income taxes	6,818	18.6	7,748	21.2	△ 929	88.0	6,648	18.0	170	102.6
Corporation tax, inhabitants' taxes, etc. (Tax burden)	2,082	30.5%	2,329	30.1%	△ 246		1,995		87	
Profit attributable to owners of parent	4,736	12.9	5,419	14.8	△ 683	87.4	4,653	12.6	83	101.8
EPS (total shares minus directors' bonuses)	¥144.91		¥165.83				¥142.37			
EPS (minus treasury shares and directors' bonuses)	¥151.24		¥172.84				¥148.59			
Number of shares outstanding	32,682,310		32,682,310				32,682,310			
Average number of shares outstanding (after deducting treasury shares)	31,314,063		31,355,618				31,314,063			

\*Due to 2-for-1 stock split on April 1st in 2018, EPS is estimated considering the number of stocks after the stock split.

## Fiscal 2017 Statements of Income Half (Non-Consolidated)

### Fiscal 2017 Results

	First Quarter	Second Quarter	Third Quarter	Fourth Quarter
Net sales	9,085	9,201	9,618	8,679
Cost of Sales	5,619	5,914	6,101	5,500
<b>Gross profit</b>	<b>3,465</b>	<b>3,286</b>	<b>3,517</b>	<b>3,178</b>
SG&A expenses	2,172	2,211	2,313	2,412
<b>Operating income</b>	<b>1,293</b>	<b>1,075</b>	<b>1,204</b>	<b>766</b>
Other income	48	56	26	224
Other expenses	59	7	26	△ 15
<b>Ordinary income</b>	<b>1,282</b>	<b>1,125</b>	<b>1,204</b>	<b>1,006</b>
Extraordinary income	2,222	-	-	-
Extraordinary expenses	20	0	0	0
<b>Income before income taxes</b>	<b>3,484</b>	<b>1,124</b>	<b>1,204</b>	<b>1,005</b>
Corporation tax, inhabitants' taxes, (Tax burden)	1,045	337	361	338
	30.0%	30.0%	30.0%	33.6%
<b>Profit attributable to owners of parent</b>	<b>2,438</b>	<b>787</b>	<b>842</b>	<b>667</b>

¥ millions, rounded down

	First Half	Third Quarter (Cumulative)	Full-year
Net sales	18,286	27,905	36,585
Cost of Sales	11,534	17,635	23,136
<b>Gross profit</b>	<b>6,752</b>	<b>10,270</b>	<b>13,449</b>
SG&A expenses	4,384	6,697	9,110
<b>Operating income</b>	<b>2,368</b>	<b>3,572</b>	<b>4,338</b>
Other income	105	131	356
Other expenses	66	92	77
<b>Ordinary income</b>	<b>2,407</b>	<b>3,611</b>	<b>4,618</b>
Extraordinary income	2,222	2,222	2,222
Extraordinary expenses	20	20	21
<b>Income before income taxes</b>	<b>4,608</b>	<b>5,813</b>	<b>6,818</b>
Corporation tax, inhabitants' taxes, (Tax burden)	1,383	1,744	2,082
	30.0%	30.0%	30.5%
<b>Profit attributable to owners of parent</b>	<b>3,225</b>	<b>4,068</b>	<b>4,736</b>

### Fiscal 2016 Results

	First Quarter	Second Quarter	Third Quarter	Fourth Quarter
Net sales	8,994	9,186	9,422	8,953
Cost of Sales	5,014	5,201	5,428	5,477
<b>Gross profit</b>	<b>3,979</b>	<b>3,985</b>	<b>3,994</b>	<b>3,475</b>
SG&A expenses	2,150	2,202	2,237	2,397
<b>Operating income</b>	<b>1,829</b>	<b>1,782</b>	<b>1,757</b>	<b>1,077</b>
Other income	53	63	30	206
Other expenses	54	7	25	△ 17
<b>Ordinary income</b>	<b>1,827</b>	<b>1,838</b>	<b>1,762</b>	<b>1,301</b>
Extraordinary income	-	-	1,024	-
Extraordinary expenses	0	0	1	2
<b>Income before income taxes</b>	<b>1,827</b>	<b>1,837</b>	<b>2,784</b>	<b>1,299</b>
Corporation tax, inhabitants' taxes, (Tax burden)	575	578	876	298
	31.5%	31.5%	31.5%	23.0%
<b>Profit attributable to owners of parent</b>	<b>1,251</b>	<b>1,259</b>	<b>1,907</b>	<b>1,000</b>

¥ millions, rounded down

	First Half	Third Quarter (Cumulative)	Full-year
Net sales	18,181	27,604	36,557
Cost of Sales	10,216	15,644	21,122
<b>Gross profit</b>	<b>7,964</b>	<b>11,959</b>	<b>15,434</b>
SG&A expenses	4,352	6,589	8,987
<b>Operating income</b>	<b>3,612</b>	<b>5,369</b>	<b>6,447</b>
Other income	116	146	352
Other expenses	62	87	69
<b>Ordinary income</b>	<b>3,666</b>	<b>5,428</b>	<b>6,730</b>
Extraordinary income	-	1,024	1,024
Extraordinary expenses	1	2	5
<b>Income before income taxes</b>	<b>3,665</b>	<b>6,449</b>	<b>7,748</b>
Corporation tax, inhabitants' taxes, (Tax burden)	1,154	2,031	2,329
	31.5%	31.5%	30.1%
<b>Profit attributable to owners of parent</b>	<b>2,511</b>	<b>4,418</b>	<b>5,419</b>

### Change(Amount)

	First Quarter	Second Quarter	Third Quarter	Fourth Quarter
Net sales	90	14	196	△ 273
Cost of Sales	604	713	672	22
<b>Gross profit</b>	<b>△ 513</b>	<b>△ 698</b>	<b>△ 476</b>	<b>△ 296</b>
SG&A expenses	22	8	76	14
<b>Operating income</b>	<b>△ 536</b>	<b>△ 707</b>	<b>△ 553</b>	<b>△ 311</b>
Other income	△ 4	△ 6	△ 3	18
Other expenses	4	△ 0	0	2
<b>Ordinary income</b>	<b>△ 545</b>	<b>△ 713</b>	<b>△ 557</b>	<b>△ 295</b>
Extraordinary income	2,222	-	△ 1,024	-
Extraordinary expenses	19	△ 0	△ 1	△ 1
<b>Income before income taxes</b>	<b>1,656</b>	<b>△ 713</b>	<b>△ 1,580</b>	<b>△ 293</b>
Corporation tax, inhabitants' taxes, (Tax burden)	470	△ 241	△ 515	40
<b>Profit attributable to owners of parent</b>	<b>1,186</b>	<b>△ 471</b>	<b>△ 1,064</b>	<b>△ 333</b>

¥ millions, rounded down

	First Half	Third Quarter (Cumulative)	Full-year
Net sales	105	301	27
Cost of Sales	1,317	1,990	2,013
<b>Gross profit</b>	<b>△ 1,212</b>	<b>△ 1,689</b>	<b>△ 1,985</b>
SG&A expenses	31	107	122
<b>Operating income</b>	<b>△ 1,243</b>	<b>△ 1,796</b>	<b>△ 2,108</b>
Other income	△ 11	△ 15	3
Other expenses	4	4	7
<b>Ordinary income</b>	<b>△ 1,259</b>	<b>△ 1,816</b>	<b>△ 2,111</b>
Extraordinary income	2,222	1,198	1,198
Extraordinary expenses	19	17	16
<b>Income before income taxes</b>	<b>943</b>	<b>△ 636</b>	<b>△ 929</b>
Corporation tax, inhabitants' taxes, (Tax burden)	228	△ 286	△ 246
<b>Profit attributable to owners of parent</b>	<b>714</b>	<b>△ 350</b>	<b>△ 683</b>

### Change(%)

	First Quarter	Second Quarter	Third Quarter	Fourth Quarter
Net sales	101.0	100.2	102.1	96.9
Cost of Sales	112.1	113.7	112.4	100.4
<b>Gross profit</b>	<b>87.1</b>	<b>82.5</b>	<b>88.1</b>	<b>91.5</b>
SG&A expenses	101.0	100.4	103.4	100.6
<b>Operating income</b>	<b>70.7</b>	<b>60.3</b>	<b>68.5</b>	<b>71.1</b>
Other income				
Other expenses				
<b>Ordinary income</b>	<b>70.1</b>	<b>61.2</b>	<b>68.4</b>	<b>77.3</b>
Extraordinary income				
Extraordinary expenses				
<b>Income before income taxes</b>	<b>190.7</b>	<b>61.2</b>	<b>43.3</b>	<b>77.4</b>
Corporation tax, inhabitants' taxes, (Tax burden)				
<b>Profit attributable to owners of parent</b>	<b>194.8</b>	<b>62.5</b>	<b>44.2</b>	<b>66.7</b>

¥ millions, rounded down

	First Half	Third Quarter (Cumulative)	Full-year
Net sales	100.6	101.1	100.1
Cost of Sales	112.9	112.7	109.5
<b>Gross profit</b>	<b>84.8</b>	<b>85.9</b>	<b>87.1</b>
SG&A expenses	100.7	101.6	101.4
<b>Operating income</b>	<b>65.6</b>	<b>66.5</b>	<b>67.3</b>
Other income			
Other expenses			
<b>Ordinary income</b>	<b>65.7</b>	<b>66.5</b>	<b>68.6</b>
Extraordinary income			
Extraordinary expenses			
<b>Income before income taxes</b>	<b>125.7</b>	<b>90.1</b>	<b>88.0</b>
Corporation tax, inhabitants' taxes, (Tax burden)			
<b>Profit attributable to owners of parent</b>	<b>128.5</b>	<b>92.1</b>	<b>87.4</b>

### Fiscal 2016 Breakdown

	First Quarter	Second Quarter	Third Quarter	Fourth Quarter
Net sales	100.0	100.0	100.0	100.0
Cost of Sales	61.9	64.3	63.4	63.4
<b>Gross profit</b>	<b>38.1</b>	<b>35.7</b>	<b>36.6</b>	<b>36.6</b>
SG&A expenses	23.9	24.0	24.0	27.8
<b>Operating income</b>	<b>14.2</b>	<b>11.7</b>	<b>12.5</b>	<b>8.8</b>
Other income				
Other expenses				
<b>Ordinary income</b>	<b>14.1</b>	<b>12.2</b>	<b>12.5</b>	<b>11.6</b>
Extraordinary income				
Extraordinary expenses				
<b>Income before income taxes</b>	<b>38.4</b>	<b>12.2</b>	<b>12.5</b>	<b>11.6</b>
Corporation tax, inhabitants' taxes, (Tax burden)				
<b>Profit attributable to owners of parent</b>	<b>26.8</b>	<b>8.6</b>	<b>8.8</b>	<b>7.7</b>

¥ millions, rounded down

	First Half	Third Quarter (Cumulative)	Full-year
Net sales	100.0	100.0	100.0
Cost of Sales	63.1	63.2	63.2
<b>Gross profit</b>	<b>36.9</b>	<b>36.8</b>	<b>36.8</b>
SG&A expenses	24.0	24.0	24.9
<b>Operating income</b>	<b>13.0</b>	<b>12.8</b>	<b>11.9</b>
Other income			
Other expenses			
<b>Ordinary income</b>	<b>13.2</b>	<b>12.9</b>	<b>12.6</b>
Extraordinary income			
Extraordinary expenses			
<b>Income before income taxes</b>	<b>25.2</b>	<b>20.8</b>	<b>18.6</b>
Corporation tax, inhabitants' taxes, (Tax burden)			
<b>Profit attributable to owners of parent</b>	<b>17.6</b>	<b>14.6</b>	<b>12.9</b>

## Fiscal 2018 Projected Statements of Income (Consolidated)

### Cumulative

¥ millions, rounded down

	First Half	% of total	Full-year	% of total
<b>Net sales</b>	18,930	100.0	38,350	100.0
<b>Operating income</b>	2,370	12.5	4,980	13.0
<b>Ordinary income</b>	2,430	12.8	5,280	13.8
<b>Profit attributable to owners of parent</b>	1,690	8.9	4,920	12.8

EPS (before deducting treasury shares)

¥51.71

¥150.54

EPS (minus treasury shares)

¥53.95

¥157.05

Number of shares outstanding  
32,682,310 Shares outstanding at FY2017  
31,326,912 year-end (deducting treasury shares)

### Fiscal 2017 Results

\*2-for-1 stock split since April 1st.

Net sales	18,286	100.0	36,585	100.0
Operating income	2,368	13.0	4,338	11.9
Ordinary income	2,407	13.2	4,618	12.6
Profit attributable to owners of parent	3,225	17.6	4,736	12.9

### Change (Amount and %)

Net sales	643	103.5	1,764	104.8
Operating income	1	100.1	641	114.8
Ordinary income	22	100.9	661	114.3
Profit attributable to owners of parent	△ 1,535	52.4	183	103.9

## Total Manufacturing Costs (Non-Consolidated )

¥ millions, rounded down

	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	FY2013	FY2014	FY2015	FY2016	FY2017	Plan FY 2018
Materials	9,069	9,117	9,093	9,712	10,295	10,821	11,728	12,545	12,945	12,803	13,546
Personnel	1,754	1,730	1,713	1,780	1,761	1,882	1,797	1,795	1,742	1,713	1,645
Outsourcing	282	262	333	368	367	414	389	406	411	398	401
Depreciation expenses	2,018	1,629	1,388	2,102	1,868	1,603	1,370	1,969	3,081	5,035	4,411
Others	1,344	1,391	1,226	1,466	1,460	1,512	1,492	1,466	1,755	1,910	1,966
<b>Total</b>	<b>14,469</b>	<b>14,131</b>	<b>13,755</b>	<b>15,430</b>	<b>15,752</b>	<b>16,234</b>	<b>16,779</b>	<b>18,183</b>	<b>19,935</b>	<b>21,861</b>	<b>21,971</b>

## Increase Rate

(%)

	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	FY2013	FY2014	FY2015	FY2016	FY2017	Plan FY 2018
Materials	105.4	100.5	99.7	106.8	106.0	105.1	108.4	107.0	103.2	98.9	105.8
Personnel	107.1	98.6	99.0	103.9	98.9	106.9	95.5	99.9	97.1	98.3	96.0
Outsourcing	162.7	93.0	126.9	110.3	99.7	112.9	93.9	104.4	101.1	96.9	100.9
Depreciation expenses	116.5	80.7	85.2	151.3	88.9	85.8	85.5	143.7	156.4	163.4	87.6
Others	102.9	103.5	88.1	119.6	99.6	103.5	98.7	98.2	119.7	108.9	102.9
<b>Total</b>	<b>107.5</b>	<b>97.7</b>	<b>97.3</b>	<b>112.2</b>	<b>102.1</b>	<b>103.1</b>	<b>103.4</b>	<b>108.4</b>	<b>109.6</b>	<b>109.7</b>	<b>100.5</b>

## Composition Rate

(%)

	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	FY2013	FY2014	FY2015	FY2016	FY2017	Plan FY 2018
Materials	62.7	64.5	66.1	62.9	65.4	66.7	69.9	69.0	64.9	58.6	61.7
Personnel	12.1	12.2	12.5	11.5	11.2	11.6	10.7	9.9	8.7	7.8	7.5
Outsourcing	2.0	1.9	2.4	2.4	2.3	2.6	2.3	2.2	2.1	1.8	1.8
Depreciation expenses	13.9	11.5	10.1	13.6	11.9	9.9	8.2	10.8	15.5	23.0	20.1
Others	9.3	9.8	8.9	9.5	9.3	9.3	8.9	8.1	8.8	8.7	8.9
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

